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U.S. DEPT. OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE

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SERIAL RECORD

Food and Agricultural EXPORT DIRECTORY 1970

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U.S. DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE

FOREWORD

The firm with agricultural products to sell in the export market will find help available from many sources--both public and private. Market information, field assistance, shipping services, financing, and other types of help can be obtained readily in almost all parts of the country.

In this Food and Agricultural Export Directory 1970, the Foreign Agricultural Service has brought together in one publication a listing of these various sources, with a brief description of the function of each. The principal export promotion arms of the Federal Government are listed, along with State Government agencies which are known to be active in this field. There is also a listing of trade associations and a brief list of some of the leading Government and non-Government publications useful to exporters.

Every effort has been made to make this directory as complete and accurate as possible as of this date. Suggestions for additions and changes that will make the information more useful will be welcomed. Listing does not imply approval or constitute endorsement by the U.S. Department of Agriculture or the Foreign Agricultural Service.

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FOOD AND AGRICULTURAL
EXPORT DIRECTORY
1970

INTRODUCTION

The United States is one of the most efficient producers of food and agricultural products in the world. This, combined with the increasing purchasing power of many foreign countries, is opening up new opportunities for food and agricultural exports.

U.S. exports of food and agricultural products have nearly doubled since 1956. They can increase even further as traditional markets expand and especially as new ones spring up in areas like the Caribbean, Lebanon, Saudi Arabia, Kuwait, Taiwan, Korea, and Thailand where some of our foods and food products are almost unknown. Opportunities also exist in many countries for adaptation of American foods to meet specific taste and marketing requirements.

The export business can be a profitable venture. If successfully developed, it will open up new markets and additional sales that might be the difference between profit and loss to the food manufacturer. The sales of many food products change with the season of the year, and a more even and profitable sales curve can sometimes be achieved by exporting to countries where the seasons are different than our own. Diversified overseas markets also represent insurance against the possibility of a depressed market here at home.

WHERE TO START

Potential exporters will first want to know if they have a product that will sell in the foreign market. If, because of competition, duties, foreign tastes, or other reasons there is little hope for developing a foreign market for a particular product, this is worth knowing, too, before time and money are risked.

The Foreign Agricultural Service, generally known as FAS, is one of the many agencies that can help you. FAS has agricultural attaches at all leading export markets and a corps of trade promotion specialists in Washington to assist in locating and developing a market for your product overseas. Additional assistance can be obtained from the State Departments of Agriculture, trade associations, and other government and private export services listed in this directory.

If the preliminary findings indicate that an export market can be developed, the product is ready for test marketing. An easy, inexpensive market test can be conducted at one of the international trade fairs or food exhibits at overseas U.S. Trade Centers in which FAS and the American food trade participate each year.

A representative of the firm, with order book in hand, should be present at this market test to talk with buyers about the possibilities of the product. If conditions warrant, a foreign agent for the product could be selected at this time.

Once the product appears to have initial acceptance with the foreign trade, FAS trade specialists can be consulted about including it in one of the many American in-store promotions conducted by foreign store groups. Leading foreign buyers can also be invited to visit the U.S. plant to see for themselves how the product is produced and marketed.

OTHER SERVICES

Selling overseas is really not much different than domestic sales. The language, customs, and requirements are different than our own, but the elements of promotion, pricing plus quality, service and dependability--will govern the success just as they do here in the U.S.

Foreign importers are astute businessmen who have built their business in a complex society of international trading where the unscrupulous ones can usually be quickly spotted by an international bank or credit service agency. Credit losses in foreign trade rarely exceed one percent of total sales and compare favorably with credit experience on domestic sales.

The mechanics of actually selling a product overseas may at first appear complex. But there are experts to help here, too--people whose business it is to service exporters on bills of lading, letters of credit, and other shipping documents. Combination export managers, freight forwarders, bankers, and transportation services can be particularly helpful.

This directory lists most of the services available to exporters of food and agricultural products, from the initial inquiry to the final sale. We hope it will prove helpful as a handy reference for developing an export business and that you will call on us whenever we can be of additional assistance to you.

The Office of Export Services will assist you in making contacts and obtaining information from Washington, D.C. agencies and is available for counseling and assistance on export matters.

A handwritten signature in cursive script, reading "Alexander Bernitz".

Alexander Bernitz, Acting Coordinator
FAS Office of Export Services

FOREIGN AGRICULTURAL SERVICE
U.S. Department of Agriculture
14th and Independence Avenue, S.W.
Washington, D. C. 20250

The Foreign Agricultural Service is a service and promotion agency for the agricultural export business. The key Washington, D. C. contacts are listed below:

Administrator.....Raymond A. Ioanes
Deputy Administrator.....Howard Worthington

Assistant Administrator
for Export Programs.....Kenneth K. Krogh

FOREIGN MARKET DEVELOPMENT

Export Services. General assistance to exporters and to those wishing to get into the agricultural export business. Acting Coordinator, Alexander Bernitz Tel: 202/388-6723

International Trade Fairs Division. Direction of food and agricultural exhibits at international trade fairs and U.S. Trade Centers, overseas American in-store promotions, trade seminars and conferences. Acting Director, Robert M. Mannion Tel: 202/388-5448

Trade Projects Division. Development, administration, funding and evaluation of Government projects with U.S. trade and commodity organizations for promotion of food and agricultural products. Director, Elmer B. Winner Tel: 202/388-6343

Commodity Divisions. Information on foreign markets and export programs for the following agricultural commodities:

Cotton Acting Director, H. Reiter Webb
Tel: 202/388-6271

Grain and Feed (including pulses and seeds)
Director, C. V. Jean
Tel: 202/388-6885

Dairy and Poultry Director, David R. Strobel
Tel: 202/388-3155

Livestock and Meat Products
Director, James P. Hartman
Tel: 202/388-6554

Fats and Oils Acting Director, Howard A. Akers
Tel: 202/388-7037

Tobacco Director, Hugh C. Kiger
Tel: 202/388-3000

Fruits and Vegetables Director, John W. Stewart
Tel: 202/388-3019

Sugar and Tropical Products (including honey)
Chief, Special Studies Branch
Arthur M. Rollefson
Tel: 202/388-2596

Trade Policy Division. Information on trade policy, international agreements, and foreign duties. Director, Nicholas M. Thuroczy Tel: 202/388-7677

AGRICULTURAL ATTACHE SERVICE

The agricultural attaches are the overseas "eyes and ears" of American agriculture, representing U.S. agricultural interests abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS commodity divisions.

Assistant Administrator, Horace J. Davis
Tel: 202/388-6138

Deputy Assistant Administrator
Richard A. Smith
Tel: 202/388-3253

Area Officers

Europe T. O. Engebretson
Tel: 202/388-2144

Near East and Africa A. I. Tannous
Tel: 202/388-4887

Western Hemisphere Douglas W. Crawford
Tel: 202/388-4145

Far East and South Asia
Tel: 202/388-2527

AGRICULTURAL ATTACHE SERVICE (continued)

Agricultural Attaches

(Address Agricultural Attache, American Embassy, at address below)

Buenos Aires, Argentina	Beirut, Lebanon
Canberra, Australia	Monrovia, Liberia
Brussels, Belgium	Kuala Lumpur, Malaysia
Rio de Janeiro, Brazil	Mexico City, Mexico
Ottawa, Canada	Rabat, Morocco
Santiago, Chile	The Hague, Netherlands
Bogota, Colombia	Wellington, New Zealand
Kinshasa, Congo	Lagos, Nigeria
San Jose, Costa Rica	Rawalpindi, Pakistan
Copenhagen, Denmark	Lima, Peru
Santo Domingo, Dominican Republic	Manila, Philippines
Quito, Ecuador	Lisbon, Portugal
San Salvador, El Salvador	Pretoria, South Africa
Paris, France	Madrid, Spain
Bonn, Germany	Stockholm, Sweden
Athens, Greece	Bern, Switzerland
Guatemala City, Guatemala	Taipei, Taiwan
New Delhi, India	Bangkok, Thailand
Djakarta, Indonesia	Port-of-Spain, Trinidad
Tehran, Iran	Ankara, Turkey
Dublin, Ireland	London, United Kingdom
Tel Aviv, Israel	Caracas, Venezuela
Rome, Italy	Belgrade, Yugoslavia
Tokyo, Japan	
Nairobi, Kenya	

Agricultural Officers

(Address Agricultural Officer, American Consulate General, at address below)

Hong Kong, Hong Kong	Bombay, India	Hamburg, Germany
Sao Paulo, Brazil	Milan, Italy	

Foreign Market Information Division. Services inquiries of a general nature about USDA programs in the foreign agricultural field. Director, J. Donald Looper Tel: 202/388-3448

FEDERAL STATES RELATIONS

John P. Orcutt, Assistant to the Secretary
Tel: 202/388-6643
Edward H. Hansen
Tel: 202/388-3493

MATCHING FUND PROGRAMS

George H. Goldsborough
Consumer and Marketing Service
Tel: 202/388-7691

TRANSPORTATION AND FACILITIES RESEARCH

William C. Crow, Director
Agricultural Research Service
Tel: 202/388-8721

EXPORT MARKETING SERVICE
U.S. Department of Agriculture
14th and Independence Avenue, S.W.
Washington, D. C. 20250

The Export Marketing Service formulates and administers USDA export policies and programs. The key Washington, D. C. contacts are listed below:

General Sales Manager.....Clifford G. Pulvermacher
Associate General Sales Manager.....Frank G. McKnight

PROGRAMS

Program Development Division

Director, Clyde R. Keaton
Tel: 202/388-7343

CCC Credit Sales Division

Director, John C. Scholl
Tel: 202/388-6973

Barter Contract Negotiation Division

Deputy Assistant Sales Manager
Otto A. Atzert
Tel: 202/388-2045

Private Trade Credit Sales Division

Director, Harry I. Dunkleberger
Tel: 202/388-7151

International Organizations Division

Director, Rulon Gibb
Tel: 202/388-6705

SERVICE

Ocean Transportation Division

Director, Joseph A. Ryan, Jr.
Tel: 202/388-3664

SERVICE (continued)

Program Operations Division

Director, Dan L. Tierney
Tel: 202/388-6211

New York City Field Representative

Joseph Reidinger
Tel: 212/264-8439

COMMODITIES

Grains Charles W. Pence
Tel: 202/388-5217

Cotton, Dairy, and Oilseeds
W. Glenn Tussey
Tel: 202/388-5651

Tobacco, Naval Stores, and Livestock
Robert A. Owen
Tel: 202/388-3273

U.S. DEPARTMENT OF COMMERCE
Washington, D. C. 20230

Promotes and assists U.S. trade and investment overseas through trade missions, exhibits, "America Weeks" and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

Paul E. Pauly, Director
Office of International Trade Promotion
Tel: 202/967-4231

James F. Lavery, Acting Director
Export Business Relations Division
Bureau of International Commerce
Tel: 202/967-3181

Doris Collins (Mrs.), Chief
Foreign Market Reports Service
Commerical Intelligence Division
Tel: 202/967-2996

William E. Cook, Chief
Trade Lists Section
Commerical Intelligence Division
Tel: 202/967-2988

Richard W. Paape, Chief
World Trade Directory Reports Section
Commerical Intelligence Division
Tel: 202/967-4203

Roy F. Gootenberg, Director
Trade Missions Division
Tel: 202/967-4927

W. Earl Wade, Director
Commerical Exhibits Division
Tel: 202/967-4381

Harry Zerbel, Director
Trade Conferences Division
Office of Field Services
Tel: 202/967-5415

REGIONAL EXPORT EXPANSION COUNCILS

Direct contact with businessmen experienced in all phases of the export trade is provided through the 42 Regional Export Expansion Councils of the Department of Commerce. Information on these and other export services can be obtained from the Department of Commerce field offices listed below.

FIELD OFFICES

Write to Field Office, U.S. Department of Commerce followed by the appropriate address below.

Albuquerque, New Mexico 87101
U.S. Courthouse
Tel: 505/843-2386

Anchorage, Alaska 99501
306 Loussac-Sogn Building
Tel: 907/272-6531

Atlanta, Georgia 30303
Room 400
75 Forsyth Street, N.W.
Tel: 404/526-6000

Baltimore, Maryland 21202
305 U.S. Customhouse
Gay and Lombard Streets
Tel: 301/962-3560

Birmingham, Alabama 35205
Suite 200-201
908 South 20th Street
Tel: 205/325-3327

Boston, Massachusetts 02203
Room 510
John F. Kennedy Federal Building
Tel: 617/223-2312

Buffalo, New York 14203
504 Federal Building
117 Ellicott Street
Tel: 716/842-3208

Charleston, S. Carolina 29403
Federal Building, Suite 631
334 Meeting Street
Tel: 803/577-4171

Charleston, West Virginia 25301
3000 New Federal Office Building
500 Quarrier Street
Tel: 304/343-6181

Cheyenne, Wyoming 82001
6022 Federal Building
2120 Capitol Avenue
Tel: 307/634-5920

Chicago, Illinois 60604
1486 New Federal Building
219 South Dearborn Street
Tel: 312/353-4400

Cincinnati, Ohio 45202
8028 Federal Office Building
550 Main Street
Tel: 513/684-2944

FIELD OFFICES (continued)

Cleveland, Ohio 44114
Room 600
666 Euclid Avenue
Tel: 216/522-4750

Dallas, Texas 75202
Room 1200, 1114 Commerce Street
Tel: 214/749-3287

Denver, Colorado 80202
16419 Federal Building
20th and Stout Streets
Tel: 303/297-3246

Des Moines, Iowa 50309
609 Federal Building
210 Walnut Street
Tel: 515/284-4222

Detroit, Michigan 48226
445 Federal Building
Tel: 313/226-6088

Greensboro, North Carolina 27402
258 Federal Building
West Market Street, P.O. Box 1950
Tel: 919/275-9111

Hartford, Connecticut 06103
Room 610-B, Federal Office Building
450 Main Street
Tel: 203/244-3530

Honolulu, Hawaii 96813
286 Alexander Young Building
1015 Bishop Street
Tel: 808/546-5977

Houston, Texas 77002
5102 Federal Building
515 Rusk Avenue
Tel: 713/226-4231

Jacksonville, Florida 32202
P.O. Box 35087
400 West Bay Street
Tel: 904/791-2796

Kansas City, Missouri 64106
Room 2011, 911 Walnut Street
Tel: 816/374-3141

Los Angeles, California 90024
11201 Federal Building
11000 Wiltshire Boulevard
Tel: 213/824-7591

Memphis, Tennessee 38103
Room 710
147 Jefferson Avenue
Tel: 901/534-3214

Miami, Florida 33130
Room 821
City National Bank Building
25 West Flagler Street
Tel: 305/350-5267

Milwaukee, Wisconsin 53203
Straus Building
238 West Wisconsin Avenue
Tel: 414/272-8600

Minneapolis, Minnesota 55401
306 Federal Building
110 South Fourth Street
Tel: 612/725-2133

New Orleans, Louisiana 70130
909 Federal Office Building, South
610 South Street
Tel: 504/527-6546

New York, New York 10007
41st Floor, Federal Office
Building
26 Federal Plaza, Foley Square
Tel: 212/264-0634

Philadelphia, Pennsylvania 19107
Jefferson Building
1015 Chestnut Street
Tel: 215/597-2850

Phoenix, Arizona 85025
5413 New Federal Building
230 North First Avenue
Tel: 602/261-3285

Pittsburgh, Pennsylvania 15222
2201 Federal Building
1000 Liberty Avenue
Tel: 412/644-2850

Portland, Oregon 97204
217 Old U.S. Courthouse
520 S.W. Morrison Street
Tel: 503/226-3361

Reno, Nevada 89502
2028 Federal Building
300 Booth Street
Tel: 702/784-5203

Richmond, Virginia 23240
2105 Federal Building
400 North Eighth Street
Tel: 703/649-3611

St. Louis, Missouri 63103
2511 Federal Building
1520 Market Street
Tel: 314/622-4243

FIELD OFFICES (continued)

Salt Lake City, Utah 84111
3235 Federal Building
125 South State Street
Tel: 801/524-5116

San Francisco, California 94102
Federal Building, Box 36013
450 Golden Gate Avenue
Tel: 415/556-5864

San Juan, Puerto Rico 00902
Room 100, Post Office Building
Tel: 723-4640

Savannah, Georgia 31402
235 U.S. Courthouse and
Post Office Building
125-29 Bull Street
Tel: 912/232-4321

Seattle, Washington 98104
8021 Federal Office Building
909 First Avenue
Tel: 206/583-5615

SMALL BUSINESS ADMINISTRATION
Washington, D. C. 20417

A U.S. Government agency with export services to help small businessmen get in the export business and to share in the benefits of the export trade. Provides information and counseling services in co-operation with the Department of Commerce and loans to small business for export sales and promotion activities. The counseling services include the Service Corps of Retired Executives (SCORE), a service group of 3,100 experienced exporters who are ready to share their experience and know-how with any small businessman who needs help.

For information contact: Small Business Administration
Washington, D. C. 20417
Tel: 202/128-21891

REGIONAL OFFICES

Address Small Business Administration followed by address below.

Northeastern Area

Augusta, Maine 04330
Federal Building, U.S. Post Office
40 Western Avenue

Boston, Massachusetts 02203
John Fitzgerald Kennedy Federal Building
Government Center

Concord, New Hampshire 03301
55 Pleasant Street

Hartford, Connecticut 06103
Federal Office Building
450 Main Street

Montpelier, Vermont 05601
Federal Building, P.O. & Courthouse
Second Floor, 87 State Street

Providence, Rhode Island 02903
702 Smith Building, 57 Eddy Street

New York Area

Newark, New Jersey 07102
Room 1636, 970 Broad Street

New York, New York 10007
26 Federal Plaza

Syracuse, New York 13202
Hunter Plaza
Fayette & Salina Streets

Middle Atlantic Area

Baltimore, Maryland 21201
113 Federal Building
31 Hopkins Plaza

Clarksburg, West Virginia 26301
Lowndes Bank Building
119 North Third Street

Middle Atlantic Area (continued)

Cleveland, Ohio 44113
Standard Building
1370 Ontario Street

Columbus, Ohio 43215
Beacon Building
50 West Gay Street

Louisville, Kentucky 40202
1900 Commonwealth Building
Fourth and Broadway

Philadelphia, Pennsylvania 19107
1317 Filbert Street

Pittsburgh, Pennsylvania 15222
Federal Building
1000 Liberty Avenue

Richmond, Virginia 23226
P.O. Box 8565, 1904 Byrd Avenue

Southeastern Area

Atlanta, Georgia 30303
Hartford Building
100 Edgewood Avenue, N.E.

Birmingham, Alabama 35205
South 20th Building
908 South 20th Street

Charlotte, North Carolina 28202
Addison Building
222 South Church Street

Columbia, South Carolina 29201
1801 Assembly Street

Jackson, Mississippi 39205
U.S. P.O. Building
245 East Capitol Street

Jacksonville, Florida 32202
Federal Office Building
400 West Bay Street
P.O. Box 35067

REGIONAL OFFICES (continued)

Southeastern Area (continued)

Miami, Florida 33130
912 Federal Office Building
51 S.W. First Avenue

Nashville, Tennessee 37219
Security Federal Savings & Loan Building
500 Union Street

Midwestern Area

Chicago, Illinois 60604
Room 437, Federal Office Building
219 South Dearborn Street

Des Moines, Iowa 50309
Room 749, New Federal Building
210 Walnut Street

Detroit, Michigan 48226
1200 Book Building
1249 Washington Boulevard

Indianapolis, Indiana 46204
Century Building
36 South Pennsylvania Street

Kansas City, Missouri 64106
911 Walnut Street

Madison, Wisconsin 53703
25 West Main

Minneapolis, Minnesota 55402
Reimann Building
816 Second Avenue South

St. Louis, Missouri 63102
Federal Building
208 North Broadway

Southwestern Area

Albuquerque, New Mexico 87101
Federal Building & U.S. Courthouse
Suite 3509
500 Gold Avenue, S.W.

Dallas, Texas 75201
Mayflower Building
411 North Akard Street

Houston, Texas 77002
Niels Esperson Building
808 Travis Street

Little Rock, Arkansas 72201
377 Post Office & Courthouse Building
600 West Capital Avenue

Lubbock, Texas 79401
204 Federal Office Building
1616 19th Street

Southwestern Area (continued)

Marshall, Texas 75670
201 Travis Terrace Building
P.O. Box 1349
505 East Travis Street

New Orleans, Louisiana 70130
Gateway Building, 124 Camp Street

Oklahoma City, Oklahoma 73102
Room 511, Oklahoma Mortgage Building
325 North Robinson Street

San Antonio, Texas 78205
301 Broadway, 300 Manion Building

Rocky Mountain Area

Casper, Wyoming 82601
Western Building, 300 North Center St.

Denver, Colorado 80202
Federal Office Building
1961 Stout Street

Fargo, North Dakota 58102
300 American Life Building
207 North Fifth Street

Helena, Montana 59601
P.O. Box 1690, 205 Power Block
Corner Main & Sixth Avenue

Omaha, Nebraska 68102
7425 Federal Building
215 North 17th Street

Salt Lake City, Utah 84111
2237 Federal Building
125 State Street

Sioux Falls, South Dakota 57102
402 National Bank of South Dakota Bldg.
Eighth & Main Avenue

Wichita, Kansas 67202
302-120 Building
120 South Market Street

Pacific Coastal Area

Anchorage, Alaska 99501
632 Sixth Avenue, Suite 450

Boise, Idaho 83702
Room 408, Idaho Building
216 North Eighth Street

San Francisco, California 94102
Federal Building
450 Golden Gate Avenue, Box 36044

REGIONAL OFFICES (continued)

Pacific Coastal Area (continued)

Honolulu, Hawaii 96813
Room 402, 1149 Bethel Street

Los Angeles, California 90014
849 South Broadway

Phoenix, Arizona 85004
Central Towers Building
2727 North Central Avenue

Portland, Oregon 97205
700 Pittock Block
921 S.W. Washington Street

San Diego, California 92101
110 West C Street

Seattle, Washington 98104
1206 Smith Tower
506 Second Avenue

Spokane, Washington 99210
651 U.S. Courthouse
P.O. Box 2167

STATE DEPARTMENTS OF AGRICULTURE

*Designated contacts in the State Departments of Agriculture for information and assistance on food and agricultural exports.

Alabama

*Richard (Dick) Beard, Executive
Department of Agriculture and Industries
State Office Building
501 Dexter Avenue
Montgomery, Alabama 36104
Tel: 205/269-6141

Alaska

*Roland Snodgrass, Director
Division of Agriculture
Box 800
Palmer, Alaska 99645
Tel: 745-3236 Ext. 2141

Arizona

Radius A. Hudson, Commission Chairman
Arizona Commission of Agriculture and
Horticulture
P.O. Box 6189
Phoenix, Arizona 85005
Tel: 602/271-4191

*Paul Pearce
Arizona Commission of Agriculture and
Horticulture
304 West 11th Street
Eloy, Arizona 85231

Arkansas

Truman Hill, Director
Division of Marketing
Arkansas State Plant Board
421-1/2 West Capitol
Little Rock, Arkansas 72201
Tel: 501/372-4361

*W. Martin, Chairman
Division of Marketing
Arkansas State Plant Board
421-1/2 West Capitol
Little Rock, Arkansas 72201
Tel: 501/372-4361

California

Jerry W. Fielder, Director
Department of Agriculture
1220 N Street
Agriculture Building
Sacramento, California 95814
Tel: 916/445-7126

*Harry J. Krade, Assistant Director
Division of Marketing Services
1220 N Street
Agriculture Building
Sacramento, California 95814
Tel: 916/445-2491

Colorado

Clinton E. Jeffers, Commissioner
Department of Agriculture
1525 Sherman Street
Denver, Colorado 80203
Tel: 303/892-3561

*Erwyn E. Witte
Division of Markets
1525 Sherman Street
Denver, Colorado 80203
Tel: 303/892-3561 Ext. 2848

Connecticut

Joseph N. Gill, Commissioner
Department of Agriculture and Natural
Resources
State Office Building
Hartford, Connecticut 06115
Tel: 203/527-3433

*Robert Goldman, Chief
Division of Markets
State Office Building
Hartford, Connecticut 06115
Tel: 203/244-2676

Delaware

*Wallace Caulk, Secretary
State Board of Agriculture
Dover, Delaware 19901
Tel: 302/734-5711 Ext. 450

Florida

Doyle Conner, Commissioner
Department of Agriculture
Tallahassee, Florida 32304
Tel: 904/599-7345

*John D. Stiles, Director
Marketing Division
Nathan Mayo Building
Tallahassee, Florida 32304
Tel: 904/599-7250

Georgia

*Thomas T. Irwin, Commissioner
Department of Agriculture
Agriculture Building
Capitol Square
Atlanta, Georgia 30334
Tel: 404/524-3292

Hawaii

*R. A. Souza, Head
Marketing and Consumer Service Division
Department of Agriculture
Honolulu, Hawaii 96814

STATE DEPARTMENTS (continued)

Hawaii (continued)

Dr. Kenneth K. Otagaki
Chairman of the Board of Agriculture
Department of Agriculture
P.O. Box 5425
Honolulu, Hawaii 96814
Tel: 92071

Idaho

*Stanley I. Trenhaile, Commissioner
Department of Agriculture
301 Bank of Idaho Building
P.O. Box 790
Boise, Idaho 83701
Tel: 208/344-5811 Ext. 467

Illinois

John W. Lewis, Director
Department of Agriculture
State Fairground
Springfield, Inninois 62706
Tel: 217/525-2172

*Gerald Pitt
Division of Markets
State Fairground
Springfield, Inninois 62706
Tel: 217/525-6675

Indiana

*R. B. Wilson
Market Service Director
Cooperative Extension Service
Purdue University Agricultural Experiment
Station and Cooperative Extension Service
Lafayette, Indiana 47907
Tel: 219/912-2221

Iowa

L. B. Liddy, Secretary
Department of Agriculture
State House
Des Moines, Iowa 50319
Tel: 515/281-5321

*Ralph Lounsbury
Department of Agriculture
State House
Des Moines, Iowa 50319
Tel: 515/281-5321

Kansas

Roy Freeland, Secretary
State Board of Agriculture
State Office Building
Topeka, Kansas 66612
Tel: 913/235-0011 Ext. 8021

*Ken Boughton, Acting Director
Marketing Division
State Office Building
Topeka, Kansas 66612
Tel: 913/235-0011 Ext. 416

Kentucky

*J. R. Miller, Commissioner
Department of Agriculture
Frankfort, Kentucky 40601
Tel: 502/564-4696

Louisiana

Dave L. Pearce, Commissioner
Department of Agriculture and Immigration
P.O. Box 44302
Capitol Station
Baton Rouge, Louisiana 70804
Tel: 504/389-7353

*O. P. Beridon, Executive Secretary
Louisiana State Market Commission
Box 44184
Capitol Station
Baton Rouge, Louisiana 70804
Tel: 504/389-6293

Maine

Maynard C. Dolloff, Commissioner
Department of Agriculture
Augusta, Maine 04330
Tel: 207/289-3871

*William P. Charron, Director
Agricultural Promotions Division
Division of Markets
Augusta, Maine 04330
Tel: 207/289-2161

Maryland

Dr. Charles P. Ellington, Director
State Board of Agriculture Programs
University of Maryland
College Park, Maryland 20742
Tel: 301/454-3713

*Sidney C. Miller
State Board of Agriculture Programs
University of Maryland
College Park, Maryland 20740
Tel: 301/454-4319

Massachusetts

Charles H. McNamara, Commissioner
Department of Agriculture
100 Cambridge Street
Boston, Massachusetts 02202
Tel: 617/727-2121

*Nathaniel Tilden
Division of Markets
100 Cambridge Street
Boston, Massachusetts 02202
Tel: 617/727-3018

Michigan

B. Dale Ball, Director
Department of Agriculture
Lewis Cass Office Building
Lansing, Michigan 48913
Tel: 517/373-1050

STATE DEPARTMENTS (continued)

Michigan (continued)

*Louis W. VanKampen
Department of Agriculture
Lewis Cass Office Building
Lansing, Michigan 48913
Tel: 517/373-1054

Minnesota

Robert W. Carlson, Commissioner
Department of Agriculture
530 State Office Building
St. Paul, Minnesota 55101
Tel: 612/221-2856

*M. C. Combs, Director
Division of Marketing Services
530 State Office Building
St. Paul, Minnesota 55101
Tel: 612/221-2856

Mississippi

*Jim Buck Ross, Commissioner
Department of Agriculture and Commerce
Jackson, Mississippi 39205
Tel: 601/355-9361 Ext. 771

Missouri

Dexter D. Davis, Commissioner
Department of Agriculture
Jefferson City, Missouri 65101
Tel: 314/636-7166

*Lowell Mohler
Marketing Division
Department of Agriculture
Jefferson City, Missouri 65102
Tel: 314/636-7166 Ext. 22

Montana

*George Lackman, Commissioner
Department of Agriculture
State Capitol
Helena, Montana 59601
Tel: 406/442-3260 Ext. 391

Nebraska

Elmer Schlaphoff, Director
Department of Agriculture and Economic
Development
State Capitol
Lincoln, Nebraska 68509
Tel: 402/477-5211 Ext. 341

*Bill Wheeler
Department of Economic Development
Box 94666, State Capitol
Lincoln, Nebraska 68509

Nevada

*Lee M. Burge, Executive Director
Department of Agriculture
350 Capitol Hill Avenue
P.O. Box 1209
Reno, Nevada 89504
Tel: 702/784-6401

New Hampshire

*Frank T. Buckley, Commissioner
Department of Agriculture
Concord, New Hampshire 03301
Tel: 603/225-6611 Ext. 443

New Jersey

Phillip Alampi, Secretary
Department of Agriculture
John Fitch Plaza
P.O. Box 1888
Trenton, New Jersey 08625
Tel: 609/292-3976

*Benjamin J. Miles
Department of Agriculture
John Fitch Plaza
P.O. Box 1888
Trenton, New Jersey 08625

New Mexico

Dallas Rierson, Director
Department of Agriculture
P.O. Box 3189 NMSU
Las Cruces, New Mexico 88001
Tel: 505/646-3007

*Charlie B. Whigham, Chief
Division of Markets, Weights and Measures
P.O. Box 457 NMSU
University Park, New Mexico 88070
Tel: 505/646-1616

New York

Don J. Wickham, Commissioner
Department of Agriculture and Markets
State Campus
Albany, New York 12226
Tel: 518/457-4188

*Daniel M. Dalrymple
Department of Agriculture and Markets
State Campus
Albany, New York 12226
Tel: 518/457-4188

North Carolina

James A. Graham, Commissioner
Department of Agriculture
Raleigh, North Carolina 27602
Tel: 919/829-7125

*Eugene Carroll
Department of Agriculture
Raleigh, North Carolina 27602
Tel: 919/829-7912

North Dakota

*Arne Dahl, Commissioner
Division of Administration
Department of Agriculture
State Capitol
Bismarck, North Dakota 58501
Tel: 701/224-2231

STATE DEPARTMENTS (continued)

Ohio

John M. Stackhouse, Director of Agriculture
Department of Agriculture
State Office Building
Columbus, Ohio 43215
Tel: 614/469-2732

*Roy Zimmerman
Department of Agriculture
State Office Building
Columbus, Ohio 43215

Oklahoma

*James N. Ballinger, President
State Board of Agriculture
122 State Capitol
Oklahoma City, Oklahoma 73105
Tel: 405/521-3866

Oregon

Walter Leth, Director
Department of Agriculture
Salem, Oregon 97310
Tel: 503/364-2171 Ext. 2988

*John F. (Jay) Glatt, Chief
Agricultural Development Division
Salem, Oregon 97310
Tel: 503/364-6652

Pennsylvania

Leland H. Bull, Secretary
Department of Agriculture
Agriculture Building
2301 N. Cameron Street
Harrisburg, Pennsylvania 17120
Tel: 717/787-5085

*Don Cunnion
Department of Agriculture
2301 North Cameron Street
Harrisburg, Pennsylvania 17120
Tel: 717/787-4210

Rhode Island

*John L. Rego, Director
Department of Natural Resources
Veterans Memorial Building
83 Park Street
Providence, Rhode Island 02903
Tel: 401/521-7100

South Carolina

William L. Harrelson, Commissioner
Department of Agriculture
Wade Hampton Office Building
P.O. Box 12080
Columbia, South Carolina 29211
Tel: 803/758-2426

*B. Rogers
Department of Agriculture
P.O. Box 12080
Columbia, South Carolina 29211

South Dakota

Ernest L. Johnson, Secretary
Department of Agriculture
Pierre, South Dakota 57501
Tel: 605/224-5911 Ext. 375

*Ted A. Holtgrewe, Director
Division of Markets
Pierre, South Dakota 57501
Tel: 605/224-5911

Tennessee

W. F. Moss, Commissioner
Department of Agriculture
P.O. Box 9039
Melrose Station
Nashville, Tennessee 37204
Tel: 615/256-0557

*Matt Jennings, Director
Division of Markets
Box 9039
Melrose Station
Nashville, Tennessee 37204
Tel: 615/741-4838

Texas

John C. White, Commissioner
Department of Agriculture
Drawer BB, Capitol Station
Austin, Texas 78711
Tel: 512/475-4664

*Ben Baisdon, Chief
Marketing Division
Drawer BB, Capitol Station
Austin, Texas 78711
Tel: 512/475-3537

Utah

Joseph H. Francis, Chairman
Department of Agriculture
412 State Capitol Building
Salt Lake City, Utah 84114
Tel: 801/328-5421

*George Q. Spencer, Commissioner of
Marketing
Department of Agriculture
412 State Capitol
Salt Lake City, Utah 84114
Tel: 801/328-5421

Vermont

Edward Eurich, Commissioner
Department of Agriculture
Montpelier, Vermont 05602
Tel: 802/223-2311

*Gilbert H. Parker
Department of Agriculture
Montpelier, Vermont 05602

STATE DEPARTMENTS (continued)

Virginia

Maurice B. Rowe, Commissioner
Department of Agriculture and Commerce
P.O. Box 1163
Richmond, Virginia 23209
Tel: 703/770-3501

*John Ligon, Export Director
Virginia Department of Agriculture
203 North Governor Street
Richmond, Virginia 23219
Tel: 703/770-3953

Washington

Donald W. Moos, Director
Department of Agriculture
General Administration Building
P.O. Box 128
Olympia, Washington 98501
Tel: 206/753-5050

*R. Vernon Divers, Supervisor
Agriculture Development Division
General Administration Building
P.O. Box 128
Olympia, Washington 98501
Tel: 206/753-5046

West Virginia

Gus Douglass, Commissioner
Department of Agriculture
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/348-2201

West Virginia (continued)

*John R. (Bob) Harris, Director
Agriculture Services Division
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/345-2210

Wisconsin

Donald E. Wilkinson, Secretary
Department of Agriculture
Hill Farms State Office Building
Madison, Wisconsin 53702
Tel: 608/266-1721

*Robert F. Thayer, Administrator
Marketing Division
Hill Farms State Office Building
Madison, Wisconsin 53702
Tel: 608/266-1531

Wyoming

Glenn J. Hertzler, Jr., Commissioner
Department of Agriculture
313 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

*William W. Hovey, Director
Division of Markets and Industry
313 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

M I A T C O (Mid-America International Agri-Trade Council)

An export council organized during the past year by the Midwest State Departments of Agriculture to coordinate and expand export activities for food and agricultural products. Export services will be provided to private firms out of the Chicago office.

Wolfgang Grundei, Executive Director
MIATCO
Mercantile Exchange Building
Suite 710
300 West Washington Street
Chicago, Illinois
Tel: 312/368-4448

Executive Committee

President - Donald E. Wilkinson, Secretary of Agriculture, Wisconsin
Vice-President - Elmer Schlaphoff, Director of Agriculture, Nebraska
Secretary - John W. Lewis, Director of Agriculture, Illinois
Treasurer - Robert W. Carlson, Commissioner of Agriculture, Minnesota
Board members - Dexter D. Davis, Commissioner of Agriculture, Missouri
Ralph Lounsberry, Department of Agriculture, Iowa

PORT AUTHORITIES

A partial list of the leading port authorities for food and agricultural products. For a complete listing of U.S. port authorities contact the American Association of Port Authorities, 601 Southern Building, Washington, D. C. 20005.

The port authorities provide information on all aspects of land and water transportation serving the port and related services such as export packaging, inspection and testing services, and warehousing and storage facilities.

Alabama

Houston Feaster, Director
Alabama State Docks Department
P.O. Box 1588
Mobile, Alabama
Tel: (205) HE 8-2481

Albany

Frank W. Dunham, Jr., General Manager
Albany Port District Commission
Port of Albany
Administration Building
Albany, New York 12202
Tel: (518) HO 3-1103

Baton Rouge

C. W. Herbert, Executive Director
Greater Baton Rouge Port Commission
P.O. Box 380
Port Allen, Louisiana 70767
Tel: (504) 348-4207

Beaumont

John H. Groh, Port Director & Secy-Treas.
Port of Beaumont
P.O. Drawer 3626
Beaumont, Texas 77704
Tel: (713) TE 5-5367

Brownsville

A. A. Cisneros, General Manager & Port Director
Brownsville Navigation District
P.O. Box 231
Brownsville, Texas 78520
Tel: (512) 542-4351

Buffalo

Arthur J. Fallon, Executive Director
Niagara Frontier Port Authority
1700 City Hall
Buffalo, New York 14202
Tel: (716) 856-6524

Chicago

Capt. John J. Manley, Port Director
Department of the Port of Chicago
Navy Pier
Chicago, Illinois 60611
Tel: (312) 744-4202, 03

Cleveland

Richard L. Schultz, Executive Director
Cleveland-Cuyahoga County Port Authority
101 Erieside Avenue
Cleveland, Ohio 44114

Corpus Christi

Byrd Harris, Port Director
Port of Corpus Christi
Nueces County Navy District
P.O. Box 1541
Corpus Christi, Texas 78403
Tel: (512) TU 2-5633

Detroit

F. Clifton Lind, Port Director
Detroit-Wayne County Port Commission
3216 Guardian Building
Detroit, Michigan 48226
Tel: (313) 224-5656

Duluth

David W. Oberlin, Port Director
Seaway Port Authority of Duluth
P.O. Box 310
Duluth, Minnesota 55801
Tel: (218) 727-8525
Telefax: FBN

Georgia Port Authority

J. D. Holt, Executive Director
Georgia Ports Authority
P.O. Box 2406
Savannah, Georgia 31402
Tel: (912) 236-1561
Teletype: 912-354-3499

Green Bay

Robert W. Barclay, Port Director
Brown County Board of Harbor Commissioners
Courthouse Annex
Green Bay, Wisconsin 54301
Tel: (414) 437-3211

Gulfport

Edwin A. Stebbins, Port Director
Mississippi State Port Authority at Gulfport
P.O. Box 40
Gulfport, Mississippi 39501
Tel: (601) 863-3851

Hawaii

Fujio Matsuda, Director of Transportation
Department of Transportation
869 Punchbowl Street
Honolulu, Hawaii 96813
Tel: 548-2211 Ext. 335

Houston

J. P. Turner, Executive Director
Port of Houston
P.O. Box 2562
Houston, Texas 77001
Tel: (713) CA 5-0671

PORT AUTHORITIES (continued)

Jacksonville

Dave Rawls, Managing Director
Jacksonville Port Authority
P.O. Box 3005
Jacksonville, Florida 32206
Tel: (904) 356-1971

Lake Charles

Howard Neely, Port Director
Lake Charles Harbor & Terminal District
Lake Charles, Louisiana 70601
Tel: (318) 439-3661

Long Beach

C. L. Vickers, General Manager
Board of Harbor Commissioners
P.O. Box 570
Long Beach, California 90801
Tel: (213) HE 7-0041, SP 5-3469

Los Angeles

B. J. Caughlin, General Manager
Board of Harbor Commissioners
P.O. Box 151
San Pedro, California 90733
Tel: (213) 775-3231

Maryland

Joseph L. Stanton, Executive Director
Maryland Port Authority
Peir 2
Pratt Street
Baltimore, Maryland 21202
Tel: (301) 752-2118

Massachusetts Port Authority

Edward J. King, Executive Director
Massachusetts Port Authority
470 Atlantic Avenue
Boston, Massachusetts 02110
Tel: (617) 482-2930

Miami

RADM I. J. Stephens, USCG (Ret) Port Director
Dade County Seaport Department
1015 Port Boulevard
Miami, Florida 33132
Tel: (305) 377-5841

Milwaukee

John A. Seefeldt, Acting Port Director
Board of Harbor Commissioners
606 City Hall
Milwaukee, Wisconsin 53202
Tel: (414) 276-3711

New Orleans

James W. Martin, Trade Development Director
Paul L. Vogel, Director, European Trade Dev.
Allen V. Junkin, Director, Far East Trade Dev.
Board of Commissioners of Port of New Orleans
P.O. Box 60046
New Orleans, Louisiana 70160
Tel: (504) 522-2551
Telefax: 504-822-5122

New York

Austin J. Tobin, Executive Director
The Port of New York Authority
111 Eighth Avenue
New York, New York 10011
Tel: (212) 620-7000

Norfolk Port and Industrial Authority

James N. Crumbley, General Manager
Norfolk Port and Industrial Authority
1500 Maritime Tower
Norfolk, Virginia 23510
Tel: (703) 625-8291

North Carolina State Ports Authority

James W. Davis, Executive Director
North Carolina State Ports Authority
Executive Offices
State Port Terminal
Wilmington, North Carolina 28401
Tel: (919) 763-1621

Oakland

Ben E. Nutter, Executive Director &
Chief Engineer
Port of Oakland
66 Jack London Square
Oakland, California 94607
Tel: (415) 444-3188

Olympia

Gene W. Sibold, Manager
Port of Olympia
P.O. Box 827
Olympia, Washington 98501

Pensacola

Col. Richard V. Hale, Port Director
Pensacola Port Authority
Pensacola, Florida 32502
Tel: (904) 438-8537

Philadelphia

Allen F. Clark, Jr., Executive
Vice President
Philadelphia Port Corporation
Room 1105 Mall Building
Fourth and Chestnut Streets
Philadelphia, Pennsylvania 19106
Tel: (215) 925-9301

Port Everglades

Michael K. Tewksbury, Port Manager
Port Everglades Authority
Port Everglades, Florida 33316
Tel: (305) 523-3404

Portland, Maine

Edward Langlois, General Manager
Maine Port Authority
Maine State Peir
Portland, Maine 04111
Tel: (207) 773-5608

PORT AUTHORITIES (continued)

Portland, Oregon

George M. Baldwin, General Manager
The Port of Portland Commission
P.O. Box 3529
Portland, Oregon 97207
Tel: (503) 224-4260

Portsmouth

John T. Nix, Executive Director
Portsmouth Port and Industrial Commission
2000 Seaboard Avenue
P.O. Box 1057
Portsmouth, Virginia 23705
Tel: (703) 399-3091

Sacramento

Melvin Shore, Port Director & Chief Engineer
Port of Sacramento
P.O. Box 815
West Sacramento, California 95691
Tel: (916) 371-8000
Telefax: 444-0731

San Diego

Don L. Nay, Port Director
San Diego Unified Port District
3165 Pacific Highway
San Diego, California 92101
Tel: (714) 291-3900

San Francisco

Rae F. Watts, Port Director
San Francisco Port Commission
Ferry Building
San Francisco, California 94111
Tel: (415) 557-0349
Cable: SFPORATAUTH
Executive Department: World Trade Center
Room 279

Savannah

A. J. Klingel, Jr., Executive Director
Savannah District Authority
P.O. Box 128
Savannah, Georgia 31402
Tel: (912) 233-9604

Seattle

J. Eldon Opeheim, General Manager
Port of Seattle
P.O. Box 1209
Seattle, Washington 98111
Tel: (206) MA 2-8124

South Carolina State Ports Authority

Capers G. Barr, Jr., General Manager
South Carolina State Ports Authority
Customhouse Wharf
Charleston, South Carolina 29402
Tel: (802) 723-8651
Telefax: 57619

Stockton

G. T. Hensch, Director
Port of Stockton
P.O. Box 2089
Stockton, California 95201
Tel: (209) 466-6011
Telefax: (510) 765-6661

Superior

William Kennedy, Jr., President
Superior Board of Harbor Commissioners
City Hall
Superior, Wisconsin 54880
Tel: (715) 394-5003

Tacoma

E. L. Perry, General Manager
Port of Tacoma
P.O. Box 1612
Tacoma, Washington 98401
Tel: (206) FU 3-5841
TWX: (910) 441-2646

Tampa

J. P. Fitzgerald, Manager
Tampa Port Authority
P.O. Box 981
Tampa, Florida 33601
Tel: (813) 248-1924

Toledo

Louis C. Purdey, Executive Director
Port of Toledo
241 Superior Street
Toledo, Ohio 43604
Tel: (419) 243-8251

Vancouver, Washington

K. M. Engebretsen, Director
Port of Vancouver
P.O. Box 1180
Vancouver, Washington

Virginia State Ports Authority

Cecil H. Fuller, Executive Director
Virginia State Ports Authority
1600 Maritime Tower
Norfolk, Virginia 23510
Tel: (703) 622-1671

Wilmington

J. C. Cathcart, Port Director
Board of Harbor Commissioners
P.O. Box 1191
Wilmington, Delaware 19899
Tel: (302) 656-8566
Telefax: 762-2400

OVERSEAS REPRESENTATIVES OF STATE DEPARTMENTS
OF AGRICULTURE AND PORT AUTHORITIES

BELGIUM

Arthur A. Compton
Richard J. Conviser
State of Illinois
5 Place du Champ de Mars
Brussels 5, Belgium
Tel: 12-01-05

Coenraad H. C. Everhard, Director
Massachusetts Port Authority
20 Passage, International Center Rogier
Brussels, Belgium
Tel: 18-04-51

Conrad Lutz
Director of International Trade
Virginia Department of Agriculture and
Commerce
479 Avenue Louise
Brussels 5, Belgium
Tel: 47-71-02
Cable: VASTDAC

George C. McKinney, Director
European Office
Virginia State Port Authority
479 Avenue Louise
Brussels 5, Belgium

European Representative
Ohio Department of Agriculture
Ohio Bruxelles Office
Place de Champ de Mars
Tour de Namur (20th floor)
Bruxelles 5, Belgium

J. Stephan Stanton
Charles Besterman
State of New York Office
20 Avenue des Artes
Brussels 4, Belgium

D. K. Tasic, Manager
Brussels Office
Maryland Port Authority
60 rue Ravenstein
Brussels 1, Belgium

J. A. Verheggen, Managing Director
Robert E. Davis, Director
Rolf D. Ludmann, Port Representative
Delaware River Port Authority
Centre International
Room 516 Place Rogier
Brussels 1, Belgium
Tel: 18-57-74

Maryland Port Authority
Shell Building, 60 rue Ravenstein
Brussels, Belgium

BELGIUM (continued)

I. O. Weinert
Port of Oakland
128 Avenue Franklin D. Roosevelt
Brussels 5, Belgium

ITALY

Paul L. Vogel
Port of New Orleans
Piazza Velasca 5
Milan, Italy
Tel: 807-202

JAPAN

Charles H. Dickey, Managing Director
Delaware River Port Authority
708 Yurakucho Building, 5, 1-Chome
Yurakucho, Chiyoda-ku, Tokyo
Tokyo, Japan
Tel: 212/347-172

William Gibson, Manager
The Port of New York Authority
Kokusai Building, 12, 3-Chome
Marunouchi, Chiyoda-ku
Tokyo, Japan
Tel: 213-2856

Allen V. Junkin
Port of New Orleans
Apartment 562
Hotel New Japan
13-8, Nagata-cho
2-Chome, Chiyoda-ku
Tokyo, Japan
Tel: 581-7006

Warren F. McClelland, Director-Far East
Maryland Port Authority
Yurakucho Building, 322
5, Yuraku-Cho 1-Chome
Chiyoda-ku
Tokyo, Japan

Yasunori H. Matsue, Manager
Massachusetts Port Authority
Edobashi Building
1, Nihonbashi-Honcho, Chuoku
Tokyo, Japan
Tel: 241/2411-2412

Port of Oakland
S. Kuwata
Room 302, Yusen Building
2-Chrome Marunouchi, Chiyuda-ki
Tokyo, Japan

Harvey Colton
Vancouver Port Authority
53 Yamashita-Cho, Naka-ku
Yokohama, Japan

OVERSEAS REPRESENTATIVES (continued)

JAPAN (continued)

Kazuhiko Asakura
Far East Representative
Port of Seattle
Nikkatsu International Building
Yuraku-cho, Chiyoda-ku
Tokyo, Japan
Tel: 281-7916

T. Mizoguchi
Far East Representative-Japan
Port of San Francisco
Room 628, Iino Building
Uchisaiwai-cho, Chiyoda-ku
Tokyo, Japan
Tel: 501-6624

William J. Young, Director
Japan Office
Virginia State Port Authority
Hotel New Japan
Tokyo, Japan

Port of San Diego
Room 705, Yurakucho Building
1-5 Yuraku-cho, Chiyoda-ku
Tokyo, Japan

Savannah Port Authority
Room 929, Nikkatsu International Building
1-1 Yuraku-cho, Chiyoda-ku
Tokyo, Japan

Port of Stockton
Iwao Building, No. 21
Shiba-Sakuragawa-cho
Minato-ku
Tokyo, Japan

John G. Hasegawa
Port of Toledo
7-1, 1-Chome, Uchisaiwai-Cho
Chiyoda-ku
Tokyo, Japan
Tel: 571-4931/9

KOREA

Port of San Diego
Central P.O. Box 5202
Seoul, Korea

PUERTO RICO

Hendryk Weeks, Manager
The Port of New York Authority
Suite 401
312 De Diego Avenue
San Juan, Puerto Rico 00909
Tel: 722-2635

SWITZERLAND

Henry Klingman, Manager
Louis Zwartverwer, Assistant Manager
John Cannizzo, Foreign Commerce Representative
The Port of New York Authority
Talstrasse 66, 8001
Zurich, Switzerland
Tel: 27-06-15

TAIWAN

Port of San Diego
10, Lane 34, Secono Section
Hankow Road
Taipei, Taiwan

UNITED KINGDOM

Alan Bralower, Manager
Samuel Notkin, Assistant Manager
The Port of New York Authority
130 Fenchurch Street
London E. C. 3, England
Tel: Mincing Lane 9131-2

Maryland Port Authority
Moor House, 119 London Wall
London E. C. 2, England

Niels R. Krag, Managing Director
John G. Wakelin, Port Representative
Delaware River Port Authority
Berkeley Square House
Berkeley Square
London, W. 1, England
Tel: 499-5853/4

Austin G. Tofield, Manager
London Office
Maryland Port Authority
Moor House, 119 London Wall
London E. C. 2, England

VENEZUELA

James A. Verreos, Director
State of Ohio Latin American Office
Development Department
Apartado 17.408
Los Ruices
Caracas, Venezuela

WEST GERMANY

Savannah Port Authority
Ruengsdorfer Strasse 53
Bonn/Bad Godesberg
Germany

STATE EXTENSION SERVICES

Joseph R. Corley
Economist, Foreign Trade
Extension Service
U.S. Department of Agriculture
Washington, D. C. 20250
Tel: 202/388-4520

Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market.

Alabama

Ray Cavender
Auburn University
Auburn, Alabama 37830
Tel: 205/826-4962

Alaska

James W. Matthews
University of Alaska
College, Alaska 99701

Arizona

C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
Tel: 602/884-1005

Arkansas

A. W. Woodard
P.O. Box 391
Little Rock, Arkansas 72203
Tel: 501/376-6301

California

G. Alvin Carpenter
2200 University Avenue
Berkeley, California 94720
Tel: 415/642-5549

Colorado

Carl W. Herzman
Colorado State University
Fort Collins, Colorado 80521

Connecticut

Don G. Stitts
University of Connecticut
Storrs, Connecticut 06268
Tel: 203/429-3311 Ext. 408

Delaware

W. T. McAllister
University of Delaware
Newark, Delaware 19711
Tel: 302/738-2514

Florida

Charles D. Covey
University of Florida
Gainesville, Florida 32603
Tel: 904/392-0518

Georgia

Robert S. Glover
University of Georgia
Athens, Georgia 30601
Tel: 404/542-1861

Hawaii

Jack Ishida
University of Hawaii
Honolulu, Hawaii 96814

Idaho

Robert L. Sargent
Department of Agricultural Economics
Idaho State University
Moscow, Idaho 83843
Tel: 208/882-3511 Ext. 558 or 561

Illinois

M. Brice Kirtley
University of Illinois
Urbana, Illinois 61803
Tel: 815/333-6582

Indiana

W. S. Farris
Purdue University
Lafayette, Indiana 47907
Tel: 317/493-2150

Iowa

C. Phillip Baumel
Iowa State University
Ames, Iowa 50010
Tel: 515/294-4144

Kansas

Norman V. Whitehair
Kansas State University
Manhattan, Kansas 66504
Tel: 913/532-6911

Kentucky

Robert Rudd
University of Kentucky
Lexington, Kentucky 40506
Tel: 606/258-9000

STATE EXTENSION SERVICES (continued)

Louisiana

Reid M. Grigsby
Louisiana State University
Baton Rouge, Louisiana 70803
Tel: 504/388-4141

Maine

Frank D. Reed
University of Maine
Orono, Maine 94473
Tel: 207/942-8271

Maryland

John M. Curtis
University of Maryland
Department of Agricultural Economics
College Park, Maryland 20742
Tel: 301/454-3802

Massachusetts

T. W. Leed
University of Massachusetts
Amherst, Massachusetts 01003
Tel: 617/545-2494

Michigan

George Stachwick
Michigan State University
East Lansing, Michigan 48823
Tel: 517/355-2318

Minnesota

Harold C. Pederson
University of Minnesota
St. Paul, Minnesota 55101
Tel: 612/373-1230

Mississippi

Chester H. Manasco
University of Mississippi
P.O. Box 9714
Jackson, Mississippi 39206
Tel: 601/353-4144

Missouri

Clarence E. Klinger
University of Missouri
Columbia, Missouri 65202
Tel: 314/449-9361

Montana

James Cothorn
Montana State University
Bozeman, Montana 59715
Tel: 406/587-3121 Ext. 251

Nebraska

Allen Wellman
University of Nebraska
Lincoln, Nebraska 68503
Tel: 402/477-8711

Nevada

Edmond Barmettler
University of Nevada
Reno, Nevada 89507
Tel: 702/784-6701

New Hampshire

Nicholas Engalihev
University of New Hampshire
Durham, New Hampshire 03824
Tel: 603/862-1702

New Jersey

Frederick A. Perkins
Rutgers - The State University
New Brunswick, New Jersey 08903
Tel: 201/247-1766

New Mexico

James E. Kirby
New Mexico State University
University Park, New Mexico 88070
Tel: 505/646-3125

New York

Ben Dominick
Cornell University
Ithaca, New York 14850
Tel: 607/275-4534

North Carolina

George L. Capel
North Carolina State University
Raleigh, North Carolina 27607
Tel: 919/755-2602

North Dakota

Frederick D. Sobering
North Dakota State University
Fargo, North Dakota 58103
Tel: 701/237-7393

Ohio

Austin Ezzell
Ohio State University
2120 Fyffe Road
Columbus, Ohio 43210
Tel: 614/293-6391

Oklahoma

Richard W. Schermerhorn
Oklahoma State University
Stillwater, Oklahoma 74075
Tel: 405/372-6211 Ext. 7515

Oregon

Leon Garoian
Oregon State University
Corvallis, Oregon 97331
Tel: 503/754-1821

STATE EXTENSION SERVICES (continued)

Pennsylvania

R. B. Donaldson
Pennsylvania State University
University Park, Pennsylvania 16802
Tel: 814/865-2561

Rhode Island

William H. Wallace
University of Rhode Island
Kingston, Rhode Island 02881
Tel: 401/792-2474

South Carolina

Jerold F. Pittman
Clemson University
Clemson, South Carolina 29631
Tel: 803/654-2421 Ext. 336

South Dakota

Leonard Benning
South Dakota State University
Brookings, South Dakota 57007
Tel: 605/692-6111 Ext. 235

Tennessee

M. Lloyd Downen
University of Tennessee
P.O. Box 1071
Knoxville, Tennessee 37901
Tel: 615/974-7271

Texas

William E. Black
Texas A & M University
College Station, Texas 77814
Tel: 713/845-2961

Utah

Morris H. Taylor
Utah State University
Logan, Utah 84321
Tel: 801/753-7299

Vermont

Fred Webster
University of Vermont
Burlington, Vermont 05401
Tel: 802/864-4511 Ext. 373

Virginia

W. R. Luckham
Virginia Polytechnic Institute
Blacksburg, Virginia 24061
Tel: 703/552-6848

Washington

A. H. Harrington
Washington State University
Pullman, Washington 99163
Tel: 509/335-3521

West Virginia

Willim E. Kidd, Jr.
West Virginia University
Morgantown, West Virginia 26506
Tel: 304/243-3208

Wisconsin

Richard H. Vilstrup
University of Wisconsin
Madison, Wisconsin 53706
Tel: 608/262-2713

Wyoming

Robert Frary
University of Wyoming
Box 3354, University Station
Laramie, Wyoming 82071
Tel: 307/766-3253

Puerto Rico

Roberto Lefebvre Munoz
University of Puerto Rico
Rio Piedras, Puerto Rico 00927

Virgin Islands

Harold Clum
Virgin Islands Extension Service
Kingshill
P.O. Box 167
St. Croix, Virgin Islands 00850

TRADE ASSOCIATIONS

U.S. OFFICES

Associations and trade groups with continuing agreements with the Foreign Agricultural Service for overseas market development projects.

Cotton

American Textile Manufacturers Institute
1120 Connecticut Avenue, N.W.
Suite 840
Washington, D. C. 20036
Robert C. Jackson, Executive Vice President
Tel: 202/338-6440

Cotton Council International
P.O. Box 12443
Memphis, Tennessee 38112
Albert R. Russell, Executive Vice President &
Secretary
Tel: 901/276-2783

Room 610 Ring Building
1200 18th Street, N.W.
Washington, D. C. 20036
Carl C. Campbell, Executive Director
Tel: 202/338-1300

7600 Empire State Building
350 Fifth Avenue
New York, New York 10001
Ernest B. Stewart, Consultant on Public
Relations and Sales Promotion
Tel: 212/736-9221

*International Institute for Cotton
Solar Building
1000 16th Street, N.W.
Washington, D. C. 20036
Read P. Dunn, Jr., Executive Director
Tel: 202/223-5876

*A world organization for cotton research and
promotion of which the United States is a member.

Dairy and Poultry

Dairy Society International
1145 19th Street, N.W.
Washington, D. C. 20006
George W. Weigold, Managing Director
Tel: 202/338-6464

Institute of American Poultry Industries
67 East Madison Street
Chicago, Illinois 60603
Harold M. Williams, President
Tel: 312/263-0785

15th Street & New York Avenue, N.W.
Washington, D. C. 20005
Joseph O. Parker, Chairman
International Trade Development Board
Room 531 Washington Building
Tel: 202/737-0727

Dairy and Poultry (continued)

Institute of American Poultry Industries
(continued)
Room 1020 Pennsylvania Building
425 13th Street, N.W.
Washington, D. C. 20004
Lee Campbell, Washington Representative
Tel: 202/347-3991

Fats and Oils

American Soybean Association
Hudson, Iowa 50643
Chester Randolph, Executive Vice Pres.
Howard Grow, Administrative Assistant
Tel: 319/825-3296

National Peanut Council
400 Bender Building
1120 Connecticut Avenue, N.W.
Washington, D. C. 20036
DeVoe Willard, President
Ronald F. Collins, Assistant to the Pres.
Tel: 202/338-8787

National Soybean Processors Association
Suite 314
1225 Connecticut Avenue, N.W.
Washington, D. C. 20036
Sheldon J. Hauck, Executive Director
Tel: 202/659-4610

Forest Products

American Plywood Association
1119 A Street
Tacoma, Washington 98401
Harold O. Schadt, Manager, Export Dept.
Tel: 206/272-2283

1625 I Street, N.W.
Washington, D. C. 20006
John D. Ritchie, Regional Vice President
Tel: 202/223-2106

Fruits and Vegetables

California-Arizona Citrus League
P.O. Box 2706, Terminal Annex
Los Angeles, California 90054
Robert B. Clark, Project Coordinator
Tel: 213/628-7211

California Cling Peach Advisory Board
One California Street
San Francisco, California 94111
Bill Hoard, Manager, Advertising and
Promotion
Tel: 415/982-0970

Fruit and Vegetables (continued)

California Prune Advisory Board
 Room 110 World Trade Center - Ferry Bldg.
 San Francisco, California 94111
 Ray W. Jewell, Manager
 Tel: 415/986-5190

California Raisin Advisory Board
 2240 North Angus
 Fresno, California 93703
 Henry J. Andreas, Manager
 Gene Beals, Advertising and Promotion Manager
 Tel: 209/264-2851

The Cranberry Institute
 Duxbury, Massachusetts 02332
 Orrin G. Colley, President
 Tel: 617/934-5666

Dried Fruit Association of California
 303 Brokaw Road
 P.O. Box 270-A
 Santa Clara, California 95050
 Al E. Thorpe, Executive Vice President
 Tel: 408/241-9302

Florida Citrus Commission
 1115 East Memorial Boulevard
 P.O. Box 148
 Lakeland, Florida 33802
 Edward A. Taylor, General Manager
 Walter C. Loesche, International Marketing
 Director
 Tel: 813/682-0171

Florida Fresh Produce Exchange
 4401 East Colonial Drive
 P.O. Box 20155
 Orlando, Florida 32814
 George M. Talbott, General Manager
 Tel: 305/841-1199

National Canners' Association
 1133 20th Street, N.W.
 Washington, D. C. 20036
 Milan Smith, Executive Vice President
 Leonard Lobred, Director
 Tel: 202/338-2030

Northwest Horticultural Council
 1002 Larson Building
 Yakima, Washington 98901
 Ernest Falk, Manager
 Tel: 509/453-3193

Grain and Feed

American Seed Trade Association
 1030 15th Street, N.W.
 Suite 964
 Washington, D. C. 20005
 John I. Sutherland, Executive Vice President
 Tel: 202/223-4080

Grain and Feed (continued)

Dry Pea and Lentil Council, Inc.
 302 Peyton Building
 Spokane, Washington, D. C. 99201
 Joseph J. Spiruta, Marketing Director
 Tel: 509/838-4341

Great Plains Wheat, Inc.
 1030 15th Street, N.W.
 Suite 340
 Washington, D. C. 20005
 Joseph Halow, Executive Vice President
 Tel: 202/659-1240

Millers' National Federation
 Room 1114, National Press Building
 Washington, D. C. 20004
 Gordon P. Boals, Director, Export Programs
 Sarah Whittenbury, Assistant
 Tel: 202/628-6291

National Dry Bean Council

Michigan Bean shippers Association
 500 Eddy Building
 Saginaw, Michigan 48605
 John McGill, Executive Secretary-Treasurer
 Tel: 517/752-2101

New York State Bean Shippers Association
 236 Gorham Street
 Canandaigua, New York 14424
 Jim O. Cole, Project Leader
 Tel: 315/394-0660

Rocky Mountain Bean Dealers Federation
 Idaho Bean Commission
 212 Continental Life Building
 Boise, Idaho 83706
 c/o Harold West, Administrator
 Tel: 208/344-3013

Rice Council for Market Development
 425 13th Street, N.W.
 Room 310
 Washington, D. C. 20004
 Russell J. Hudson, Director, Foreign Market
 Development
 Tel: 202/638-3839

U.S. Feed Grains Council
 1030 15th Street, N.W.
 Suite 540
 Washington, D. C. 20005

Hubert E. Dyke, Vice President
 Robert Fondahn, Director of Information
 Tel: 202/659-1640

Western Wheat Associates, U.S.A., Inc.
 804 American Bank Building
 Portland, Oregon 97205
 Richard K. Baum, Executive Vice President
 Tel: 503/223-8123

National Dry Bean Council (continued)

Western Wheat Associates (continued)
1030 15th Street, N.W.
Suite 1008
Washington, D. C. 20005
Eugene B. Vickers, Director, Washington Office
Tel: 202/659-1737

Livestock and Meat

American Angus Association
3201 Frederick Boulevard
St. Joseph, Missouri 64506
Lloyd D. Miller, Executive Secretary
Tel: 816/233-3101

American Brahman Breeders' Association
4815 Gulf Freeway
Houston, Texas 77023
Harry P. Dayden, Executive Secretary
Tel: 713/923-2621

American Hereford Association
715 Hereford Drive
Kansas City, Missouri 64105
W. T. Berry, Jr., Executive Secretary
Tel: 816/842-3757

American International Charolais Association
1610 Old Spanish Trail
Houston, Texas 77025
Scott Henderson, Executive Secretary
Tel: 713/748-1920

American Quarter Horse Association
P.O. Box 200
2736 West Tenth
Amarillo, Texas 79105
Don Jones, Executive Secretary
Tel: 806/376-4112

Emba Mink Breeders Association
Racine, Wisconsin 53401
Melvin R. Hansche, Executive Secretary
Tel: 414/637-3474

Holstein-Friesian Association of America
P.O. Box 808
Brattleboro, Vermont 95302
Robert H. Rumler, Executive Secretary
Tel: 802/254-4551

Livestock and Meat (continued)

National Renderers Association
O'Hare Office Center
3150 Des Plaines Avenue
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Tel: 312/827-8151

Santa Gertrudis Breeders International
P.O. Box 1257
Kingsville, Texas 78363
R. P. Marshall, Executive Secretary
Tel: 512/592-4862

Tanners' Council of America, Inc.
411 Fifth Avenue
New York, New York 10016
Irving R. Glass, President
Tel: 212/686-7950

Tobacco

Burley and Dark Leaf Tobacco Export
Association, Inc.
1726 M Street, N.W.
Suite 204
Washington, D. C. 20036
Frank B. Snodgrass, Vice President and
Managing Director
Tel: 202/296-6820

Leaf Tobacco Exporters Association, Inc.
P.O. Box 1288
Raleigh, North Carolina 27601
Malcolm B. Seawell, Executive Secretary
Tel: 919/833-1064

Tabacco Associates, Inc.
1101 17th Street, N.W.
Washington, D. C. 20036
John D. Palmer, President
Tel: 202/659-1160

Virginia Dark-Fired and Sun-Cured Tobacco
Export Association, Inc.
P.O. Box 301
Farmville, Virginia 23901
E. P. Lancaster, Executive Vice President
and General Manager
Tel: 703/392-4815

OTHER U.S. TRADE ASSOCIATIONS
WITH PERIODIC SHORT-TERM PROJECTS

(This includes those which have participated within the past year
and can reasonably be expected to participate in the future.)

American Berkshire Association
601 West Monroe Street
Springfield, Illinois 62704
Gene Mason, Secretary

American Corriedale Assn., Inc.
P.O. Box 29C
Seneca, Illinois 61360
Russell E. Jackson, Secretary
Tel: 815/357-6339

American Dairy Goat Association
P.O. Box 186
Spindale, North Carolina 28160
Don Wilson, Secretary-Treasurer

The American Guernsey Cattle Club
Peterborough, New Hampshire 03458
70 Main Street
Max L. Dawdy, Secretary-Treasurer
Tel: 603/Walnut 4-3344

The American Jersey Cattle Club
1521 East Broad Street
Columbus, Ohio 43205
James F. Cavanaugh, Executive Secretary
Tel: 614/Clearbrook 2-3128

American Landrace Association
313 South Glenstone Avenue
Springfield, Missouri 65802
Ray Delaney, Secretary

American National Cattlemen's Association
801 East 17th Avenue
Denver, Colorado 80218
C. W. McMillan, Exec. Vice President

American Meat Institute
59 East Van Buren Street
Chicago, Illinois 60605
Harrell DeGraff, President
Aled P. Davis, Vice President
Tel: 312/Wabash 2-4690

Room 727 National Press Building
Washington, D. C. 20004
Dewey Bond, Washington Director
Tel: 202/NA 8-3603

American Polled Hereford Association
4700 East 63rd Street
Kansas City, Missouri 64130
Orville K. Sweet, Executive Secretary
Tel: 816/DE 3-7731

American Rabbit Breeders Association
4323 Murray Avenue
Pittsburgh, Pennsylvania 15217
James Blyth, Secretary

American Shorthorn Association
8288 Hascall Street
Omaha, Nebraska 68124
C. D. Swaffar, Secretary
Tel: 402/393-7200

American Yorkshire Club
1001 South Street
P.O. Box 878
Lafayette, Indiana 47901
Wilbur L. Plager

Ayrshire Catle Breeders' Association
Brandon, Vermont 05733
David Gibson, Jr., Executive Secretary
Tel: 802/247-5774

Brown Swiss Cattle Breeders' Association
800 Pleasant Street
Beloit, Wisconsin 53512
Marvin L. Kruse, Executive Secretary
Tel: 608/EM 2-4527

Grocery Manufacturers of America, Inc.
205 East 42nd Street
New York, New York 10017
Edward P. Cunningham, Secretary

Hampshire Swine Registry
1111 Main Street
Peoria, Illinois 61606
Harold Boucher, Secretary

International Brangus Breeders' Assn., Inc.
908 Livestock Exchange Building
Kansas City, Missouri 64102
Roy W. Lilley, Secretary
Tel: 816/Victor 2-7687

National Association for the Speciality Food
Trade
11 West 42nd Street
New York, New York 10036
Edward T. Sajous, Executive Secretary

National Association of Meat Purveyors
120 South Riverside Plaza
Chicago, Illinois 60606
Ray Thill, Executive Secretary
Tel: 312/782-8114

OTHER U.S. TRADE ASSOCIATIONS (continued)

National Hide Association
130 North Wells Street
Chicago, Illinois 60606
John K. Minnoch, President

National Independent Meat Packers Association
1820 Massachusetts Avenue, N.W.
Washington, D. C. 20036
John Killick, Executive Secretary

National Livestock and Meat Board
36 South Wabash Avenue
Chicago, Illinois 60603
David H. Stroud, Executive Advisor

Poland China Record Association
501 East Losey Street
P.O. Box 71
Galesburg, Illinois 61401
Claude W. Mitchell, Secretary
Tel: DI 3-9853

Red Angus Association of America
P.O. Box 391
Ballinger, Texas 76821
(Mrs.) Sybil Parker, Executive Secretary

Supermarket Institute
200 East Ontario Street
Chicago, Illinois 60611
Michael J. O'Connor

United Duroc Swine Registry
237-239 North Monroe Street
Peoria, Illinois 61602
Bruce Henderson, Secretary
Tel: 309/673-3845

U.S. CHAMBER OF COMMERCE
1615 H Street, N.W.
Washington, D. C. 20006

Mrs. E. M. Kay Vest
Foreign Trade Director, International
Tel: 202/659-6111

E. Clinton Stokes
Senior Associate - Agriculture
Tel: 202/659-6173

Provides information materials for businessmen interested in international trade and contacts with the American Chambers of Commerce in foreign countries and about 225 U.S. Chambers of Commerce who maintain foreign trade services for the export trade.

OVERSEAS OFFICES OF TRADE ASSOCIATIONS

A number of the trade associations with which FAS has continuing market development agreements have offices in foreign countries. These are listed here.

Belgium

Armin J. Rehling
European Representative
American Seed Trade Association
52 Rue de Progres
Room 303
1000 Brussels
Tel: 02-18-44-70

Stephen Bowkett, Director
European Foreign Operations Office
National Cotton Council
P.O. Box 2
B-1410 Waterloo
Tel: 254-9205

Don R. Thompson, Representative
California-Arizona Citrus Industry
52 Rue du Progress
Brussels 1
Tel: 18-44-70

Jan Mertens, Overseas Director
National Cannery Association
32 Oudaan
Antwerpen 1
Tel: 31-85-56

T. J. Spannenburg, Country Representative
Rice Council for Market Development
Centre International Rogier
Passage International Nr 20
Brussels 1
Tel: 0217-20-75

Percy Rideout, European Representative
California Cling Peach Advisory Board
36 Avenue du Diamant
Brussels 4
Tel: 36-06-97

(Mrs.) Claire DeBlieck
Florida Citrus Commission
80/82 Bland Whitlock Boulevard
Brussels 4

Brazil

Great Plains Wheat, Ltda.
Edificio Avenida Central, Salas 3314-15
Avenida Rio Branco 156
Rio de Janeiro 2C-21
Tel: 42-4413 or 42-7846

GERMANY

Astrid Limberger, Country Representative
Rice Council for Market Development
Freiherr-Von-Stein-Str. 9
6 Frankfurt/Main
Tel: 72-95-34

Germany (continued)

Edmund H. Driggs, European Director
Peter H. Pohl, Director for Austria,
Germany, and Switzerland
Institute of American Poultry Industries
Schillerstrasse 15
6 Frankfurt/Main
Tel: 28-79-15, 28-58-51, 28-58-52

Dr. Karl W. Fangauf, Country Director
American Soybean Association
Pelzerstrasse 13
2 Hamburg 1
Tel: 33-05-16 or 33-67-83

Klaus Werner, Director, Hamburg Office
U.S. Feed Grains Council
Ballindamm 9
Hamburg 1
Tel: 338-786

Greece

Soto J. Vlastaris, Director, Athens Office
U.S. Feed Grains Council
5 Neofitou Douca Street
Athens 138
Tel: 718-431

India

Allan Hunt, Director, New Delhi Office
Wheat Associates, U.S.A., Inc.
Flat 5, Yashwant Place
Satya Marg, Chanakya Puri
New Delhi
Tel: 626-968

Maharajkumar Virendrasingh
Country Representative
National Soybean Processors Association
B-49, Greater Kailash
New Delhi 48
Tel: 78428

Iran

Enoch Lachinian, Country Director
American Soybean Association
Taghinia Building, Saadi Avenue
Tehran
Tel: 33-33-78

Italy

Alessandro Morgante, Country Director
Institute of American Poultry Industries
Via XX Settembre 5
Rome
Tel: 463-216

OVERSEAS OFFICES OF TRADE ASSOCIATIONS (continued)

Italy (continued)

Bernard L. Bradley, European Director
National Renderers Association
Via Abruzzi 25
Rome 00187
Tel: 479-386

Dr. Romano Graziani, Director, Rome Office
Darwin Stolte, Regional Livestock Specialist
U.S. Feed Grains Council
Via XX Settembre 5
Rome
Tel: 487-034 or 461-488

Japan

Curtis H. Collier, Country Director
Institute of American Poultry Industries
Sannoh Daiichi Building
45-11, 1-Chome, Akasaka
Minato-ku
Tokyo
Tel: 583-2167 or 583-2168

Scott Sawyers, Country Director
American Soybean Association
Nikkatsu International Building
Room 410
1, 1-Chome Yurakuchō, Chiyoda-ku
Tokyo
Tel: 271-8963

James L. Hutchinson, Far East Regional Director
Wheat Associates, U.S.A., Inc.
Tameike Tokyu Building (Eighth floor)
1-14, 1-Chome, Akasaka
Minato-ku, Tokyo 107
Tel: 584-6136, Ext. 265 or 266

Keith Kirstein, Director, Tokyo Office
U.S. Feed Grains Council
P.O. Box 97
Kasumigaseki Building, (31st floor)
2-5 Kasumigaseki, 3-Chome
Chiyoda-ku
Tokyo
Tel: 581-9456

James Y. Iso, Far East Director
National Renderers Association
Akiyama Building
25 Nishikubo Akenfuneco
Shiba, Minato-ku
Tokyo 105
Tel: 501-0881 or 0882

Netherlands

Melvin G. Maier, Regional Director for
Europe, Africa, and Middle East
Great Plains Wheat, Inc.
E. N. Gebouw
Coolsingel 6
Rotterdam 1
Tel: 13-91-55

Netherlands (continued)

Leonard van der Velden, Benelux Director
Institute of American Poultry Industries
31 Westerkade
Rotterdam 2
Tel: 120-920 or 137-540

Georg Schneider, Representative
Dried Fruit Association of California
Mathenesserlaan 259
Rotterdam
Tel: 010/251-225

G. Robert Peterson, European Director of
Programs
U.S. Feed Grains Council
E. N. Gebouw, Coolsingel 6
Rotterdam 1
Tel: 134-525

Phil DeVany, Director, Foreign Marketing
Michigan Bean Shippers Association
E. N. Begouw
Coolsingel 6
Rotterdam 1
Tel: 010/138-474

Pakistan

Rustom S. Patel, Country Representative
National Soybean Processors Association
Room 122
Hotel Metropole Club Road
Karachi 17
Tel: 511-817

Philippines

Fred Schreiner, Director, Manila Office
Wheat Associates, U.S.A., Inc.
P.O. Box 146
Rufino Building
Makati, Rizal
Manila
Tel: 88-33-08

Spain

U.S. Feed Grains Council
Grupo 4, Planta 11
Oficina 8 y 9
Madrid 13
Tel: 24890

Switzerland

Paul Ita, European Director of Operations
Rice Council for Market Development
Badenerstrasse 156
Zurich 4
Tel: 272-255

Taiwan

George E. Wood, Director of Taipei Office
Wheat Associates, U.S.A., Inc.
605 Chia Hsin Building
96 Chung Shan, Road North
Taipei, Section 2
Tel: 545-934

OVERSEAS OFFICES OF TRADE ASSOCIATIONS (continued)

Taiwan (continued)

Steve Chen, Country Director
American Soybean Association
P.O. Box 3512
Taipei

United Kingdom

Colin Campbell, Director, London Office
U.S. Feed Grains Council
Eire Locomotive House
28 Mount Street
London S. W. I.
Tel: 01-499-5601

Derek E. Uglow, Program Director U. K. & Erie
Rice Council for Market Development
87 Nottinghill Gate
London W. 11
Tel: BAY-9947 or 9948

United Kingdom (continued)

Byron V. Oberg, Senior International
Representative
American Plywood Association
Station Approach
Epsom, Surrey
Tel: Epsom 20691

Venezuela

Andre Abrajano, Director, Caracas Office
Great Plains Wheat, Inc.
Apartado 11450, Chacao
Caracas 62300
Tel: 33-31-71

COMBINATION EXPORT MANAGERS

These organizations operate on a fee or commission basis in handling such export functions as sales, shipping, financing, credit risks, billing, sales promotion, and advertising.

Names of individual CEM's handling food and agricultural products may be secured from the FAS Office of Export Services or the following associations of combination export managers:

National Association of Export Management
Companies (NEXCO), Inc.
99 Church Street
New York, New York 10007

Overseas Sales & Marketing Association
of America, Inc.
One East Wacker Drive
Suite 300
United of America Building
Chicago, Illinois 60601

Florida World Trade Association
P.O. Box 171
Miami International Airport
Miami, Florida 33148

Export Managers Association
c/o Pan Commercial International, Inc.
108 Grove Street
Worcester, Massachusetts 01605

Council of Ohio Combination Export Managers
690 Union Commerce Building
Cleveland, Ohio 44115

Michigan Association of Export Management
Companies
1616 Ford Building
Griswold Street
Detroit, Michigan 48226

Export Managers Association of Southern
California
612 South Flower Street
Suite 742
Los Angeles, California 90017

Combination Export Managers Association
of Connecticut
222 Rimmon Road
North Haven, Connecticut 06473

Southwest Association of Exporters, Inc.
P.O. Box 17575
Fortworth, Texas 76102

FINANCING AND CREDIT

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does. For reference material on financing and credit, see the listing of Export Publications in this Directory.

The Commodity Credit Corporation provides for the financing of export sales of certain U.S. agricultural commodities for periods of a maximum of 36 months. This enables the U.S. exporter to sell such agricultural commodities to the foreign importer on a deferred-payment basis. For all transactions there is required an acceptable bank obligation and an assignment by the U.S. exporter of his account receivable. Interest is charged at rates announced each month by CCC. For further information contact:

James A. Hutchins, Jr., Assistant Sales Manager, Export Credit
Export Marketing Service
U.S. Department of Agriculture
14th and Independence Avenue, S.W.
Washington, D. C. 20250
Tel: 388-5916

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U.S. government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. For further information contact:

Export-Import Bank of Washington
811 Vermont Avenue, N.W.
Washington, D. C. 20571
Tel: 737-7890

TRANSPORTATION SERVICES

INFORMATION

Ocean Transportation Division

Export Marketing Service
U.S. Department of Agriculture
Washington, D. C. 20250
Tel: 202/388-3664

General information on ocean transportation services for exports of food and agricultural commodities.

Regulatory Bodies

Civil Aeronautics Board
1825 Connecticut Avenue, N.W.
Washington, D. C. 20428
Tel: 202/393-3111

An independent regulatory agency to encourage the development of an effective air-transportation system; regulate air transportation; promote adequate, economical, and efficient service at reasonable charges; promote safety in air commerce; and promote, encourage, and develop civil aeronautics.

Interstate Commerce Commission
Constitution Avenue and 12th Street, N.W.
Washington, D. C. 20423
Tel: 202/737-9765

A Federal agency to regulate interstate surface transportation for the benefit of the public. In its regulatory roll, the ICC bears a broad responsibility for assuring that the American Public has an adequate and efficient transportation system under private ownership--one that gives equal treatment to all.

Federal Maritime Commission
1321 H Street, N.W.
Washington, D. C. 20573
Tel: 202/783-5200

An independent agency responsible for administering the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

ASSOCIATIONS

Air Freight Forwarders Association
1730 Rhode Island Avenue, N.W.
Washington, D. C. 20005
Tel: 202/293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic functions for companies not having traffic departments and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

ASSOCIATIONS (continued)

Air Transport Association of America
1000 Connecticut Avenue, N.W.
Washington, D. C. 20036
Tel: 202/296-5800

A trade association representing domestic and international scheduled U.S. flag airlines with headquarters in Washington, D. C. The association includes an air freight marketing group offering assistance to exporters of food and agricultural products.

Association of American Railroads
815 17th Street, N.W.
Washington, D. C. 20006
Tel: 202/NA8-9020

The central coordinating and research agency in railroad operation--maintenance engineering, research, safety, accounting, finance, valuation, taxation, legislation, and transportation.

American Trucking Association
1616 P Street, N.W.
Washington, D. C. 20036
Tel: 202/DU7-3200

A national federation of fifty-one independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and thirteen independent and autonomous "conferences," each of which represents a special class or type of trucking operations.

American Association of Port Authorities
601 Southern Building
Washington, D. C. 20005
Tel: 202/RE7-0043

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

Containerization Institute, Inc.
15 East 40th Street
New York, New York 10016
Tel: 212/686-1824

A clearing house of information about the container industry. Acts as liaison with industry committees and government agencies and is the industry headquarters for information on technical problems and new developments.

AGRIBUSINESS SERVICES

The Agribusiness Council, Inc.

Scope of Activities: The Council's main functions are: (1) To make available to agribusiness leaders information about selected developing countries with acceptable investment climates; (2) To improve liaison and exchange of information with governments, international organizations, universities, foundations, and other nonprofit groups; (3) To act as an information and referral center, both providing data and assisting the membership in locating sources of information.

George L. Mehren, Executive Director
Room 2561
299 Park Avenue
New York, New York 10017
Tel: 212/755-7636

RESEARCH AND TRAINING

Sources of information and assistance in foreign marketing research and training of personnel to be stationed overseas:

American Institute of Foreign Trade
59th Avenue and Greenway Road
Phoenix, Arizona
Tel: 602/938-0000

Language training for overseas executives.

American Management Association
135 West 50th Street
New York, New York 10020
Alexander B. Trobridge, President

Provides training, research, publications, and information services required by managers in international business.

American Marketing Association
230 North Michigan Avenue
Chicago, Illinois 69601
Wayne A. Lemburg, Executive Director

An international professional association devoted to the continuing education of the marketing professional.

American Society of International Executives
Secretarial Suite
Sheraton Hotel
Philadelphia, Pennsylvania 19103
Tel: 215/563-8887

A nonprofit international society that sets standards, gives examinations and bestows appropriate recognition on men and women with skills important to international trade. Study outline may be purchased for export documentation, export sales management, international freight and air-freight forwarding and traffic management. Credentials are issued to those who pass examinations and to others with long international business experience.

Business Council for International Understanding
420 Lexington Avenue
New York, New York 10017
John Habberton, Executive Director

Conducts seminars and language study for administrative, technical, and advisory personnel of middle and upper management who are assigned abroad, or home-based executives with responsibilities in their companies' international affairs.

International Management Association
135 West 50th Street
New York, New York 10020
Gene E. Bradley, President
(Affiliate of American Management Association)

Management education services overseas.

International Study and Research Institute, Inc.
219 E. 49th Street
New York, New York
Tel: 212/421-8580

Conducts lectures and seminars on export conditions for countries overseas--marketing, finance, trade policies, etc. Prepares specialized orientation programs for organizations, concentrating on their particular needs--product (s), market distribution, promotion, pricing, etc.

Sales and Marketing Executives International
630 Third Avenue
New York, New York 10017
William M. Driscoll, Executive Director

Interchange of sales information and marketing techniques with executives in other countries. Conducts training seminars.

International Advertising Association
475 Fifth Avenue
New York, New York 10017
Kenneth Godfrey, Executive Secretary

Research and information on international advertising.

FOREIGN EMBASSIES in the UNITED STATES

Information on economic and political conditions, duties, and other foreign government regulations, travel, accommodations, etc.

Argentine Embassy
1600 New Hampshire Avenue, N.W.
Washington, D. C. 20009

Australian Embassy
1700 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Austrian Embassy
2343 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Belgian Embassy
3330 Garfield Street, N.W.
Washington, D. C. 20008

Bolivian Embassy
1145 19th Street, N.W.
Washington, D. C. 20036

Brazilian Embassy
3007 Whitehaven Street, N.W.
Washington, D. C. 20008

British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Bulgarian Embassy
2100 16th Street, N.W.
Washington, D. C. 20009

Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Embassy of Chile
1736 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Chinese Embassy
2311 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Colombian Embassy
2118 Leroy Place, N.W.
Washington, D. C. 20008

Costa Rica Embassy
2112 S Street, N.W.
Washington, D. C. 20008

Danish Embassy
3200 Whitehaven Street, N.W.
Washington, D. C. 20008

Dominican Republic Embassy
1715 22nd Street, N.W.
Washington, D. C. 20008

Embassy of Ecuador
2535 15th Street, N.W.
Washington, D. C. 20009

Embassy of El Salvador
2308 California Street, N.W.
Washington, D. C. 20008

Embassy of Ethiopia
2134 Kalorama Road, N.W.
Washington, D. C. 20008

Finnish Embassy
1900 24th Street, N.W.
Washington, D. C. 20008

French Embassy
2535 Belmont Road, N.W.
Washington, D. C. 20008

German Embassy
4645 Reservoir Road, N.W.
Washington, D. C. 20007

Embassy of Ghana
2460 16th Street, N.W.
Washington, D. C. 20009

Greek Embassy
2221 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Guatemala
2220 R Street, N.W.
Washington, D. C. 20008

Honduras Embassy
4715 16th Street, N.W.
Washington, D. C. 20011

Hungarian Embassy
2437 15th Street, N.W.
Washington, D. C. 20009

Icelandic Embassy
2022 Connecticut Avenue, N.W.
Washington, D. C. 20008

Indian Embassy
2107 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Iran
3005 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Iraq
1801 P Street, N.W.
Washington, D. C. 20036

Embassy of Ireland
2234 Massachusetts Avenue, N.W.
Washington, D. C. 20008

FOREIGN EMBASSIES (continued)

Embassy of Israel
1621 22nd Street, N.W.
Washington, D. C. 20008

Italian Embassy
1601 Fuller Street, N.W.
Washington, D. C. 20009

Embassy of Jamaica
1666 Connecticut Avenue, N.W.
Washington, D. C. 20009

Embassy of Japan
2520 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Jordan
2319 Wyoming Avenue, N.W.
Washington, D. C. 20008

Embassy of Kenya
1875 Connecticut Avenue, N.W.
Washington, D. C. 20009

Korean Embassy
2320 Massachusetts Avenue, N.W.
Washington D. C. 20008

Embassy of Lebanon
2560 28th Street, N.W.
Washington, D. C. 20008

Liberian Embassy
5201 16th Street, N.W.
Washington, D. C. 20011

Embassy of Libya
2344 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Luxembourg Embassy
2210 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Malaysia
1825 Connecticut Avenue, N.W.
Washington, D. C. 20009

Mexican Embassy
2829 16th Street, N.W.
Washington, D. C. 20009

Embassy of Morocco
1601 21st Street, N.W.
Washington, D. C. 20009

Netherlands Embassy
4200 Linnean Avenue, N.W.
Washington, D. C. 20008

Nicaraguan Embassy
1627 New Hampshire Avenue, N.W.
Washington, D. C. 20009

Embassy of Nigeria
1333 16th Street, N.W.
Washington, D. C. 20036

Norwegian Embassy
34th & Massachusetts Avenue, N.W.
Washington, D. C. 20007

Embassy of Pakistan
2315 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Paraguay
2400 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Peruvian Embassy
1320 16th Street, N.W.
Washington, D. C. 20036

Philippine Embassy
1617 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Polish Embassy
2640 16th Street, N.W.
Washington, D. C. 20009

Portuguese Embassy
2125 Kalorama Road, N.W.
Washington, D. C. 20008

Royal Thai Embassy
2300 Kalorama Road, N.W.
Washington, D. C. 20008

Rumanian Embassy
1601 23rd Street, N.W.
Washington, D. C. 20008

Saudi Arabian Embassy
1520 18th Street, N.W.
Washington, D. C. 20036

Embassy of the Republic of Singapore
1825 Connecticut Avenue, N.W.
Washington, D. C. 20009

South African Embassy
3051 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Spain
2700 15th Street, N.W.
Washington, D. C. 20009

Swedish Embassy
2249 R Street, N.W.
Washington, D. C. 20008

Switzerland Embassy
2900 Cathedral Avenue, N.W.
Washington, D. C. 20008

FOREIGN EMBASSIES (continued)

Embassy of Trinidad & Tobago
2209 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Tunisia
2408 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Turkish Embassy
1606 23rd Street, N.W.
Washington, D. C. 20008

Embassy of Uruguay
1918 F Street, N.W.
Washington, D. C. 20006

Venezuelan Embassy
2445 Massachusetts Avenue
Washington, D. C. 20008

Yugoslav Embassy
2410 California Street, N.W.
Washington, D. C. 20008

EXPORT PUBLICATIONS

U.S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U.S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: \$10.00 per year in U.S. (\$13.00 foreign). Send order and check to Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402.

Foreign Agriculture Circulars: Production, trade, and other specialized reports on 23 major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. For complete information and order blank write: Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write: Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250.

Terms Used in International Agricultural Trade: A vocabulary of foreign agricultural trade terms (FAS-M-152 Revised April 1967). Write Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250

Economic Research Service

Foreign Agricultural Trade of the United States: A monthly analytical review of the foreign agricultural trade of the United States, emphasizing current status and outlook for trade, including Food-for-Freedom shipments. Regularly summarizes cumulative data on quantity and value from July 1 of the current year with comparisons for the corresponding period of the previous year; cumulative country totals from July 1 of the current year only. Government program information consists of quantity and value totals for individual commodities and countries as available. Frequently includes timely articles of special interest to American exporters and importers. Once a year includes fiscal year data on imports of fruits and vegetables under quarantine. Free in the United States. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D. C. 20250.

Supplements to Foreign Agricultural Trade of the United States: U.S. Foreign Agricultural Trade by Commodities--issued on a fiscal year and calendar year basis--contains detailed quantity and value data for the 2 most recent years, quantity indices, and historical series. U.S. Foreign Agricultural Trade by Countries--issued on a fiscal year and calendar year basis--contains commodity-by-country and country-by-commodity data for the most recent year only. Apply as above.

The World Agricultural Situation: Review and Outlook: Foreign Agricultural Economic Report issued annually together with four regional supplements--Europe and the Soviet Union, the Western Hemisphere, Far East and Oceania, and the Africa and West Asia Agricultural Situation. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D. C. 20250.

Extension Service

Agricultural Trade Policies: A 1969 series of six leaflets by eminent university authorities--No. 1, World Trade Situation and Environment, No. 2, Market Access and Barriers to Trade, No. 3, Continuation of Present Policies, No. 4, Protectionism and Its Consequences, No. 5, Freer Trade and Its Consequences, No. 6, Developing Foreign Markets. Copies may be obtained from your State Land-grant university.

U.S. DEPARTMENT OF COMMERCE

Checklist of International Business Publications: Lists all international publications of Commerce Department, including all available Overseas Business Reports. Semiannual. Order only from Department of Commerce Field Offices. Free.

Commerce Business Daily. A daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D. C. 20402. \$15, a year; \$57 airmail.

International Commerce. Weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. \$20 a year (\$26.25 to foreign address). Sample copy from Department of Commerce field office on request.

Trade Contact Surveys. Individual surveys conducted in a foreign country or area to enable U.S. firms to find agents and distributors that meet their specific requirements. Available from Department of Commerce Field Offices. \$50 each.

Sources of Credit Information on Foreign Firms. A ready reference to the principal sources of foreign credit information which exist in the United States and abroad. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D. C. 20402. \$0.35 each.

Introductory Guide to Exporting. A description of the basic steps in exporting and services of the U.S. Department of Commerce. For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402. Price \$0.40.

Trade Lists. Each list contains names, addresses, and brief descriptions of foreign firms (manufacturers, exporters, importers, distributors, agents, etc.) handling a specific commodity in a particular country. Available from Department of Commerce Field Offices. \$1 each.

World Trade Directory Reports. Each report furnishes detailed commercial and financial information on a specific foreign firm to provide some basis for determining its competence and reliability. Information includes data as to type of organization, method of operation, lines handled, size, capitalization, sales volume, names of officers, reputation, American representatives, and other references. Available from Department of Commerce and Field Offices. \$2 each.

SMALL BUSINESS ADMINISTRATION

Export Marketing for Smaller Firms. This Small Business Administration publication described how smaller business firms can either expand their export trade or enter the export market. Order from Superintendent of Documents, Washington, D. C. 20402. \$0.50.

TRANSPORTATION (Selected list)

Airline Management & Marketing (Magazine) - Features articles on airline management and marketing, published monthly by Ziff-Davis Publishing Company, One Park Avenue, New York, New York 10016; subscription rate \$1.00 per copy; editor Richard Slawsky.

Transport Topics (Newspaper) - Features articles on motor carrier freight management, regulatory and legislative matters, financial reports, and engineering and operational developments in the motor carrier industry; published weekly by American Trucking Association, 1616 P Street, N.W. Washington, D. C. 20036; subscription rate \$15 per year or \$23 for 2 years; editor William S. Odlin, Jr.

Container News (Magazine) - Magazine of containerization: air, rail, marine, and highway; published monthly by Container News Inc., 150 East 52nd Street, New York, New York 10022; subscription rate \$0.50 per copy; editor Marc Felice.

Air Forwarder (Magazine) - Shipper's guide to domestic and international freight forwarders registered with the Civil Aeronautics Board, and to cargo sales agents authorized by the International Air Transport Association to handle freight for carriage by the scheduled international airlines; published annually by Budd Publications, Inc., 26 Beaver Street, New York, New York 10004; subscription rate \$1.00 per copy; editor John F. Budd.

TRANSPORTATION (Selected list) (continued)

Air Cargo (Magazine) - Standard reference of the Air Traffic Conference of America and the international Air Transport Association; in addition to highlighting changes in rates and regulatory proceedings, it also includes complete air cargo schedules; published monthly by American Aviation Publications, Inc., 1001 Vermont Avenue, N.W., Washington, D. C. 20005; subscription rate \$10.00 per year; editor Wallace Longstreth.

OTHER EXPORT PUBLICATIONS

Export Handbook. A publication of the mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write to MIATCO, Mercantile Exchange Building, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

Guide to Foreign Information Sources. Lists foreign embassies and legations in the United States; other organizations and services relating to major world areas. Chamber of Commerce of United States, 1615 H Street, N.W., Washington, D. C. 20006. \$0.25.

ABC Europe Production. Lists 450,000 names and addresses of exporters; importers; banks; insurance, advertising, and transportation companies in 17 Western European countries. Indexed in English, French, German, Italian, and Spanish. Annual. ABC Verlagshaus, Berliner Allee 8, Darmstadt, West Germany. \$12.50.

American Register of Exporters and Importers. Lists over 20,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. Annual. American Register of Exporters and Importers Corp., 90 West Broadway, New York, New York 10007. \$15 (\$16 for foreign address).

Exporters' Encyclopedia. Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade. Annual. Price includes twice-monthly supplementary bulletins and newsletters. Dun & Bradstreet Publications, 99 Church Street, New York, New York 10007. \$100.

Foreign Commerce Handbook. Outlines functions, activities, and services of U.S. Government and inter governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals. Chamber of Commerce of the United States, 1615 H Street, N.W., Washington, D. C. 20006. 16th edition, 1967. \$2.

International Trade Handbook. Basic principles, documentation and finance, legal aspects, establishment and operation of an overseas organization. The Dartnell Corporation, 4660 Ravenswood Avenue, Chicago, Illinois 60640. \$17.50.

An Introduction to Doing Import and Export Business. Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information. Chamber of Commerce of the United States, 1615 H Street, N.W., Washington, D. C. 20006. 6th edition. 1962. \$2.

World Trade Data Yearbook. Special supplement to Business Abroad magazine. Articles, tables, directories, and study of export credit terms. Dun & Bradstreet Publications Corp., 266 Lexington Avenue, New York, New York 10017. \$5.

The Whys and Hows of Exporting. A guide for existing and potential exporters and description of the export services provided by the State of New York. For copies write to New York Department of Commerce, International Division, 112 State Street, Albany, New York 12207.

Thomas Grocery Register. A buyers' and sellers' guide of the grocery and allied trades of the United States and Canada, published annually in July. Thomas Publishing Company, 461 Eighth Avenue, New York, New York 10001. \$15.

OTHER EXPORT PUBLICATIONS (continued)

Business Abroad. A listing of foreign agency contacts and buying offices, foreign publications with U.S. representatives, U.S. advertising agencies with overseas offices or affiliates, world trade zones, where to find U.S. bankers abroad, and transportation guides to routings and services. Published annually. Dunn & Bradstreet Publications, 99 Church Street, New York, New York 10007. \$5.

Export and Import Procedures. An outline of the more important types of financial instruments and methods in the exportation and importation of products with a description of the leading agencies involved. Morgan Guaranty Trust Company, International Banking Division, 23 Wall Street, New York, New York 10005.

How To Get Started In Exporting: A \$204 Billion Market. A guide for the businessman of the initial steps and procedures in developing an export business. Business Education Division, Dun & Bradstreet, Inc., New York, New York 10019.

International Trade FORUM. A quarterly publication with supplements emphasizing export market and promotion techniques, export opportunities, and organizations that can assist in export promotion. International Trade Centre UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland.

Export Documentation and Shipment Preparation. A detailed outline of the procedures and steps in making out letters of credit, bills of lading, and other export documentation. The Traffic Service Corporation, Washington Building, Washington, D. C. 20005. \$3.95.

Practical Exporting and Importing. A textbook describing the fundamental operations in exports from a businessmen's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016. \$8.50.

Import & Exchange Controls Manual. Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. Subscription rate per year; in combination with Survey and Analysis \$110 new subscription, \$100 renewal; in combination with Export Shipping Manual \$150 new subscription, \$142 renewal. The Bureau of National Affairs, Inc., 1231 24th Street, N.W., Washington, D. C. 20037.

Worldwide Marketing Horizons. A monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways Inc., Pan Am Building, New York, New York 10017.

TWA MarketAir. A bi-monthly newsletter with listings of export opportunities and feature material from The Economist Intelligence Unit in London. Trans World Airlines, 605 Third Avenue, New York, New York 10016.

International Market Guides for Latin America and Continental Europe. Extensive directories of firm listings and trade and market data. Reference books which identify and classify leading business firms. Dun & Bradstreet Inc., 99 Church Street, New York, New York 10007.

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